

Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 PM-07 NSC-07 SP-03 SS-20 RSC-01 L-03

CIAE-00 INR-10 NSAE-00 ACDA-19 MC-02 EB-11 COME-00

TRSE-00 OMB-01 SAJ-01 PRS-01 IGA-02 DRC-01 /115 W

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P R 201045Z JUN 74

FM AMEMBASSY THE HAGUE

TO SECSTATE WASHDC PRIORITY 3822

SECDEF WASHDC PRIORITY

INFO AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMEMBASSY COPENHAGEN

AMEMBASSY LONDON

AMEMBASSY OSLO

AMEMBASSY PARIS

USMISSION NATO

USCINCEUR

USNMR SHAPE

C O N F I D E N T I A L THE HAGUE 3066

DOD/ISA FOR ASST. SECRETARY ELLSWORTH

E.O. 11652: GDS

TAGS: MCAP, NATO, NL

SUBJECT: REPLACEMENT FIGHTER: US VISIT OF FOUR-NATION
TEAM

REF: THE HAGUE 3006, OSLO 2382

1. BOB: WE HOPE THAT YOU WILL FIND THE TIME TO INTEREST
YOURSELF PERSONALLY IN THE VISIT OF THE FOUR-NATION
HIGH-LEVEL TEAM WHICH ARRIVES IN WASHINGTON MONDAY,
JUNE 24, TO DISCUSS IN DEPTH A REPLACEMENT AIRCRAFT
FOR THE F-104'S. THE DUTCH MEMBERS OF THE TEAM KNOW
THAT BOTH OF THE AMERICAN CONTENDERS - THE GENERAL
DYNAMICS YF-16 AND THE NORTHROP YF-17 - ARE SUPERIOR
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TO THE MIRAGE SUPER F-1, BUT WE ARE RELIABLY INFORMED

(REFTELS) THAT ALL MEMBERS OF THE TEAM WERE IMPRESSED BY THE RED-CARPET TREATMENT THEY RECEIVED DURING THEIR RECENT VISIT TO FRANCE AND BY THE TOTAL PACKAGE, INCLUDING OFFSET, OFFERED THEM BY DASSAULT.

2. IN THIS HIGHLY COMPETITIVE SITUATION WHERE THE POLITICAL AND PSYCHOLOGICAL INPUTS MAY BE AS INFLUENTIAL AS THE PURELY MILITARY FACTORS IN THE EVENTUAL DECISION, THE VISIT OF THIS TEAM TO THE US ASSUMES CRUCIAL IMPORTANCE. THE DUTCH AND OTHER NATIONS REPRESENTED ON THE TEAM WILL BE LOOKING FOR CLEAR ANSWERS TO THEIR PRACTICAL QUESTIONS AND SPECIFIC ASSURANCES, TO THE EXTENT WE CAN GIVE THEM, RE THE COMMITMENT OF US TECHNOLOGICAL AND LOGISTIC SUPPORT CONTAINED IN THE LETTERS ADDRESSED BY US AMBASSADORS, ON INSTRUCTIONS FROM WASHINGTON, TO THE DEFENSE MINISTERS OF THE FOUR COUNTRIES CONCERNED. AS WE SEE IT FROM THE HAGUE, THE TEAM WILL ALSO WANT TO BE CONVINCED THAT THE SELECTION OF AN AMERICAN AIRPLANE WILL STRENGTHEN THE MILITARY CAPABILITY AND THE POLITICAL SOLIDARITY OF THE ATLANTIC ALLIANCE IN THE DECADE OF THE 1980S. THIS IS A JOB FOR THE POLICY LEVELS OF THE PENTAGON.

3. YOUR PERSONAL INVOLVEMENT IN THE VISIT OF THIS MISSION WILL GREATLY INCREASE THE CHANCES OF THEIR RETURNING TO EUROPE WITH A FAVORABLE REPORT ON THE TWO US AIRCRAFT. REGARDS.
GOULD

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